

(A2)

*Emails  
for reference*

Message-ID: <39186554.68D84CD3@lucent.com>  
Date: Tue, 09 May 2000 14:21:56 -0500  
From: olivier clarisse <clarisse@lucent.com>  
Organization: sas  
X-Mailer: Mozilla 4.7 [en] (X11; U; Linux 2.2.12-20 i586)  
X-Accept-Language: en  
MIME-Version: 1.0  
To: James Dunn <jdunn@lucent.com>  
CC: Pascal Collet <pcollet@lucent.com>,  
Bruce Westergren <westergren@lucent.com>,  
Lizette Velazquez <lizette@lucent.com>  
Subject: Re: Mesh patent draft (.doc document attached)  
References: <LPBBKFLBDNOOLDKPIBGKEBDCAA.jdunn@lucent.com>  
Content-Type: multipart/mixed;  
boundary="-----9886486D97A28BF7710AFE49"  
X-Status: \$\$\$  
X-UID: 0000001215

This is a multi-part message in MIME format.  
-----9886486D97A28BF7710AFE49  
Content-Type: text/plain; charset=iso-8859-2  
Content-Transfer-Encoding: 7bit

Jim,

Attached is an update to the Mesh document (for patent submission)  
you provided.

Olivier

←  
*See B1  
for contents*

-----9886486D97A28BF7710AFE49  
Content-Type: application/msword;  
name="Mesh\_Virtual\_Direct\_Connect\_Network2.doc"  
Content-Transfer-Encoding: base64  
Content-Disposition: inline;  
filename="Mesh\_Virtual\_Direct\_Connect\_Network2.doc"

NOTE: THE YEAR 1994 IS INCORRECT: **THIS IS YEAR 2000**. THIS WAS PROBABLY SENT FROM A LAB PC OUT OF DATE. THE MESSAGES WERE RETRIEVED IN THIS ORDER FROM A LUCENT ADMINISTERED MAIL SERVER:

Message-ID: <2DCFDC55.A60AE6A1@lucent.com>  
Date: Tue, 10 May 1994 14:11:17 -0500  
From: olivier clarisse <clarisse@lucent.com>  
X-Mailer: Mozilla 4.61 [en] (X11; U; Linux 2.2.12-20 i586)  
X-Accept-Language: en  
MIME-Version: 1.0  
To: "Collet, Pascal" <pcollet@lucent.com>,  
"Westergren, Bruce A" <westergren@lucent.com>,  
"Dunn, J P (Jim)" <jdunn@lucent.com>  
Subject: Discussion notes CCBNS forward  
Content-Type: text/plain; charset=us-ascii  
Content-Transfer-Encoding: 7bit  
X-Status: \$\$\$  
X-UID: 0000001222

What are our objectives, customers, milestones going forward?

Possible work projects from where we are:

1. Stay with current LSS and bief-up existing demonstrables
  - Broker, flashy web enabled ebay style call center/expert brokering system
  - Call agent - OSP partnership?
  - Mesh demo virtual instant connection to N parties
  - Parlay API - complete, move to JAIN?
2. Start with Excel
  - Work on LSS 3.0 API - Parlay / JAIN - partner with Huizen
  - Convert our demo to the new switch, learn what is required to provide open API on this type of product
3. Webphones
  - Existing phones
    - SIP version
    - Linux port? (COMDEX seen SA1110 platform)
    - add apps: enabel Chat, White Board, Video Players, Camera, full JScript, etc.
  - Next platform
    - BCS phones
    - buy some phone dev kits, hire Venky's team in July, etc.
    - design device extensions: video/display/camera
4. Webportal
  - Extend UI and API work, productize SDK suite for 3rd party programmability of integrated VoIP and Web services (SuZe?)
  - Add service customization and service programming
5. Cookbook software dev / service creation
  - Provide env for 3rd party to develop services quickly (Web api + building block design env.)
6. Full Circle and other showcases
  - Apply our demonstration platform to showcase other products BFA, SPEED?

Message-ID: <39181DF0.4B3CC5E7@lucent.com>  
Date: Tue, 09 May 2000 09:17:20 -0500  
From: olivier clarisse <clarisse@lucent.com>  
Organization: sas  
X-Mailer: Mozilla 4.7 [en] (X11; U; Linux 2.2.12-20 i586)  
X-Accept-Language: en  
MIME-Version: 1.0  
To: "Collet, Pascal" <pcollet@lucent.com>,  
"Westergren, Bruce A" <westergren@lucent.com>,  
"Palacharla, Prasad V" <ppalacharla@lucent.com>  
CC: "Velazquez, Lizette" <lizette@lucent.com>  
Subject: Meeting Tomorrow 3pm [Fwd: Next Wednesday]  
Content-Type: multipart/mixed;  
boundary="-----1902C723539D153EAA4DF90B"  
X-Status: \$\$\$  
X-UID: 0000001208

This is a multi-part message in MIME format.

-----1902C723539D153EAA4DF90B  
Content-Type: text/plain; charset=iso-8859-2  
Content-Transfer-Encoding: 7bit

Suzanne is driving us (from a marketing and new BU venture point of view) define a supporting architecture for IP voice services leveraging web-based capabilities for guided/automated negotiation of resources. People resources in her "skill brokering" services, and profile/resource matching as well.

Items:

- 1) meeting with OSPS folks about call agent services / possible collaboration work with OSPS based on LSS.
- 2) service architecture/platform support for broker enabled enhanced services (continuation of our series of meetings).

I am letting Suzanne drive the meeting/discussion on enhanced services. I think we should listen to her and capture the requirements before we figure out an implementation solution -- that can be the second half of the meeting.

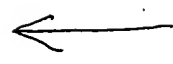
Prasad,  
sorry for the short notice, but if you are available a 3pm tomorrow you are welcome to join us in the CCBNS lab (6h201), we can use new thinking for this meeting.

Lizette - always welcome too

There will be another meeting with the whole team to talk about the architecture for Mesh IP voice services.

Olivier

-----1902C723539D153EAA4DF90B  
Content-Type: message/rfc822  
Content-Transfer-Encoding: 7bit  
Content-Disposition: inline



Return-Path: <srajchel@lucent.com>  
Received: from horh1.emsr.lucent.com by iexist.flw.lucent.com  
(8.8.8+Sun/EMS-1.5 sol2)  
id HAA13363; Tue, 9 May 2000 07:41:44 -0500 (CDT)  
Received: by horh1.emsr.lucent.com (8.9.3+Sun/EMS-1.5 Solaris/emsr)  
id IAA02278 for clarisse@iexist.flw.lucent.com.smtp; Tue, 9 May  
2000 08:41:43 -0400 (EDT)  
Received: by horh1.emsr.lucent.com (8.9.3+Sun/EMS-1.5 Solaris/emsr)  
id IAA02255 for clarisse@iexist.flw.lucent.com; Tue, 9 May 2000  
08:41:42 -0400 (EDT)  
Received: from il0015exch001h.wins.lucent.com by horh1.emsr.lucent.com  
(8.9.3+Sun/EMS-1.5 Solaris/emsr)  
id IAA02212 for <clarisse@lucent.com>; Tue, 9 May 2000 08:41:41  
-0400 (EDT)  
Received: by IL0015EXCH001H with Internet Mail Service (5.5.2448.0)  
id <KSV6K4JD>; Tue, 9 May 2000 07:41:42 -0500  
Message-ID: <00EF773582D6D111939D00A0C9A92F64079504B0@IL0015EXCH003U>  
From: "Rajchel, Suzanne K (Suzanne)" <srajchel@lucent.com>  
To: Olivier Clarisse <clarisse@lucent.com>  
Subject: RE: Next Wednesday  
Date: Tue, 9 May 2000 07:41:19 -0500  
Return-Receipt-To: "Rajchel, Suzanne K (Suzanne)" <srajchel@lucent.com>  
MIME-Version: 1.0  
X-Mailer: Internet Mail Service (5.5.2448.0)  
Content-Type: text/plain

Olivier,  
I'll come by the lab for our discussion. Probably Bruce and/or  
Pascale if they're available.  
suzanne

> -----  
> From: Olivier Clarisse[SMTP:clarisse@lucent.com]  
> Sent: Thursday, May 04, 2000 7:42 PM  
> To: Rajchel, Suzanne K (Suzanne)  
> Subject: Next Wednesday  
>  
> Suzanne,  
> I penciled a meeting at 3pm on 5/9 let me know who  
> else you think needs to attend.  
> Olivier  
>

-----1902C723539D153EAA4DF90B--

Message-ID: <3919F38B.1B780FE3@lucent.com>  
Date: Wed, 10 May 2000 18:40:59 -0500  
From: clarisse@lucent.com  
Reply-To: clarisse@lucent.com  
Organization: Lucent Technoliges  
X-Mailer: Mozilla 4.61 [en] (Win98; U)  
X-Accept-Language: en  
MIME-Version: 1.0  
To: "Dunn, J P (Jim)" <jdunn@lucent.com>,  
"Collet, Pascal" <pcollet@lucent.com>,  
"Westergren, Bruce A" <westergren@lucent.com>  
Subject: USE THIS ONE: BTJ CCBNS smaller version  
Content-Type: multipart/mixed;  
boundary="-----0AA1A1A2828E04F8C7AE40D7"  
X-Status: \$\$\$\$  
X-UID: 0000001225

This is a multi-part message in MIME format.

-----0AA1A1A2828E04F8C7AE40D7  
Content-Type: text/plain; charset=us-ascii  
Content-Transfer-Encoding: 7bit

It turns out the previous version I just sent was over 5MB probably  
because one of the pictures was inserted directly from PPT, I converted  
to gif and reinserted it in this new version. Should save much space...

← see  
end of A2  
for contents

-----0AA1A1A2828E04F8C7AE40D7  
Content-Type: application/msword;  
name="1\_BTL\_ccbns\_2.doc"  
Content-Transfer-Encoding: base64  
Content-Disposition: inline;  
filename="1\_BTL\_ccbns\_2.doc"

Message-ID: <39355086.FFF54028@lucent.com>  
Date: Wed, 31 May 2000 12:48:55 -0500  
From: olivier clarisse <clarisse@lucent.com>  
Organization: sas  
X-Mailer: Mozilla 4.7 [en] (X11; U; Linux 2.2.12-20 i586)  
X-Accept-Language: en  
MIME-Version: 1.0  
To: "Colbert, Raymond O" <rcolbert@lucent.com>,  
"Westenkirchner, Paul M" <westenkirchner@lucent.com>  
CC: "Collet, Pascal" <pcollet@lucent.com>,  
"Velazquez, Lizette" <lizette@lucent.com>,  
"Nanke, Trent R" <tnanke@lucent.com>,  
"Westergren, Bruce A" <westergren@lucent.com>,  
"Dunn, J P (Jim)" <jdunn@lucent.com>  
Subject: [Fwd: FullCircle conference debriefing]  
Content-Type: multipart/mixed;  
boundary="-----51F625F3F76249698D771971"  
X-Status: \$\$\$\$  
X-UID: 0000001249

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-----51F625F3F76249698D771971  
Content-Type: text/plain; charset=iso-8859-2  
Content-Transfer-Encoding: 7bit

Ray and Paull,

I take this opportunity to share impressions and results from the Full Circle conference. We can meet soon and get into more details to plan the next opportunities for collaboration where appropriate.

I am forwarding an exciting report that Pascal wrote as soon as he returned. We all share a similar experienced from the interest and questions we received from conference participants. While the demo sessions were limited per the schedule, it turns out we were constantly demonstrating and discussing with attendants throughout all 2.5 the conference days.

In one such instance, Bruce was working on the LSS code after hours merging call features, and he ended up giving a private demonstration to a delegation of Asian customers (Excell customers) who were very glad to experience VoIP and conferencing between parties live on top of Lucent Softswitch.

The demonstration system (and demo MMRS system) worked flawlessly throughout the 2.5 days.  
[With the exception is a 3com hub that had to be replaced after a customer reported packet loses on several of the Webphones.]

→ All Webphones were provisionned with 4 special feature buttons to setup and join 3 way and 6 way conferencing sessions directly using the MMRS. I used this feature demonstrate one click to multiway conferencing on MMRS.

The MMRS was presented as a solution to scale-up voice conferencing circuits. Next to us was Prashant's demo followed by the roadshow photo montage of a 7R/E hardware where two rack-mounted MMRS were shown (scale 1) so there was a natural tie with the neighboring demos.

Our extended booth (we used 2 and 1/2 tables) covered:

- 0) An ongoing animated PPT presentation of the the basic call setup scenario showing the demo architecture.
- 1) The Web Portal access to telephony services (set you own call forwarding and customize your setup, and web enabled calls and conferencing)
- 2) Our Huizen partners' Parlay interface to LSS working from the same common LSS code.
- 3) One click-2-conferencing using 7R/E MMRS.
- 4) Service access via 5 webphone end-points and 2 netmeeting clients
- 5) Internet (Web, email) for all access points via router, gateway, proxy and hubs using the Hilton's internet provider.

This provided for the realistic set-up of a small private network sharing IP and Web enabled services and easily programmable via standard API (Parlay as an example, JTAPI as the next possible API with LSS 3.0, etc.) From the questions we received, (and while we remained very generic in our terminology), we realized that there is a demand for a pure software switching offering that is untied to any hardware even as an introductory solution to hardware based solutions offered for scalability.

Since we returned we have also come accross a number of announcements in .com, ASPs and potential new switching systems providers (dialpad, transmeta, quicknet, santera, marconi, ipverse, etc.) that indicate technical enablers for IP voice telephony and web access are rapidly emerging.

Olivier

-----51F625F3F76249698D771971

Content-Type: message/rfc822  
Content-Transfer-Encoding: 7bit  
Content-Disposition: inline

Return-Path: <pcollet@lucent.com>

Received: by iexist.flw.lucent.com (8.8.8+Sun/EMS-1.5 sol2)

id LAA05780; Fri, 19 May 2000 11:45:07 -0500 (CDT)

Received: from lucent.com by iexist.flw.lucent.com (8.8.8+Sun/EMS-1.5 sol2)

id LAA05763; Fri, 19 May 2000 11:45:05 -0500 (CDT)

Sender: pcollet@lucent.com

Message-ID: <39256D41.FE69F3E1@lucent.com>

Date: Fri, 19 May 2000 11:35:13 -0500

From: Pascal Collet <pcollet@lucent.com>

Organization: Concept Center

X-Mailer: Mozilla 4.72 [en] (X11; U; Linux 2.2.14-5.0 i686)

X-Accept-Language: en

MIME-Version: 1.0

To: lizette@lucent.com, clarisse@lucent.com, westergren@lucent.com,

jdunn@lucent.com, dnohte@lucent.com, srajchel@lucent.com,  
ele@lucent.com  
CC: tnanke@lucent.com, robr@lucent.com, whellenthal@lucent.com  
Subject: FullCircle conference debriefing  
Content-Type: text/plain; charset=us-ascii  
Content-Transfer-Encoding: 7bit

All,

before it all vanishes in my mind I would like to jot down some feedback from our demonstration "Open Interface to Lucent SoftSwitch - enabling VoIP and WebPortal Services" at the FullCircle conference this week in San Francisco. This demonstration was held in partnership with the Netherlands for the Parlay side of it which generated a lot of interest as well.

I believe this was a very successful demonstration that generated a lot of interest from the people at the conference from both within and outside Lucent.

As usual the phones were a huge success and lots of question on their "availability" and potential prices were asked! The voice quality was good and the ability of browsing the web, reading emails while talking on the phone, all that in the IP world, got the people excited.

In general the whole architecture which shows the feasibility of easy and rapid converged services deployment based on softswitch technologies and open APIs (Parlay, LDAP, JDBC) and protocol (H.323, MGCP) is a hit! Lots of question. Big interest in the software-based solution especially related to its low cost as well as ease of development learning curve (don't need to learn a complex hardware APIs, based on open API, standard platform).

What should we do now?

We proved that we have something that not only is interesting as a FLW project but also gets people interested and excited. Actually. some of the participants were \*very\* excited about it. I would mention Ede-Phang Ng, CEO of mediarling.com, a San Jose based ASP company (mediaring.com), that offers telephony services on the net for 5 million people (I quote here!). They are deployed in Asia and US with gateways/switches from Cisco and Excell (~40 total). They don't have any conference services for now but have looked for a simple and cheap solution to deploy. For now they have not been satisfied with what they've looked at. As a matter of fact, they are interesting in \*\*purchasing\*\* our solution! I was asked to give him our sales representative contact so he could pursue with more

details. We owe him a response (I'd like to know to whom I should forward to all the requests we will receive). Others are also interested in a more detailed architecture description (e.g. Sung Yoon Kim from Locus Co. Korea, Hiroshi Sakai from NTT, etc.).

I strongly believe there is a market for such architectural solution for ISPs and ASPs (not only in US as the wide range of the conference participants showed us) and that partnerships could probably be established. A software-based solution seems very attractive for some ISPs so they can start deploying telephony services and therefore differentiate themselves from the crowd. This could very well be an entry solution before they scale up with more powerful solutions such as Excell/MMRS/SPEED. If we don't do that they may go with soon-to-be (if not, already) available software based solutions from startups and never come back to Lucent. As long as we base our architecture on the FullCircle API we have a strong story to tell both to our management and to potential customers:

- start with our cheap software-based solution so you can start making money now, it is flexible so you can adapt it to your current architecture,

- we are using FullCircle API so your investment will be saved when you need more power, meaning hardware from Lucent such as SoftSwitch 3.0/Excell.

Sorry for this longer-than-expected email. I would like to continue to assess the feasibility of such a solution for some new customers with a debriefing meeting.

Please feel free to tell your side of the story. I know that Lucent as a Switching organization might not be interested but the FullCircle conference was all about getting people excited and this is a direct result of it!

Bruce, Eric, Olivier, Wim, any comments? corrections? other feedback?

Thank you all,  
Pascal

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